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Кожевникова Т.М.  
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## **ФОНД ОЦЕНОЧНЫХ СРЕДСТВ ПО УЧЕБНОЙ ДИСЦИПЛИНЕ**

СГ.02 Иностранный язык в профессиональной деятельности

образовательной программы среднего профессионального образования – программа  
подготовки специалистов среднего звена по специальности

**38.02.08 Торговое дело**

**Коммерция и осуществление интернет-маркетинга**

Квалификация  
«Специалист торгового дела»

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Фонд оценочных средств разработан/составлен на основе ФГОС СПО по специальности 38.02.08 «Торговое дело» и утвержден на заседании кафедры зарубежной филологии и прикладной лингвистики Факультета филологии и лингвистики 28 ноября 2024 г. протокол № 5.

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ДИСЦИПЛИНЫ**

# 1. ПАСПОРТ ФОНДА ОЦЕНОЧНЫХ СРЕДСТВ «ИНОСТРАННЫЙ ЯЗЫК В ПРОФЕССИОНАЛЬНОЙ ДЕЯТЕЛЬНОСТИ»

## 1.1. Место дисциплины в структуре основной образовательной программы:

Учебная дисциплина «Иностранный язык в профессиональной деятельности» является обязательной частью общепрофессионального цикла образовательной программы в соответствии с ФГОС СПО по специальности 38.02.08 Торговое дело.

Учебная дисциплина «СГ.02 Иностранный язык в профессиональной деятельности» обеспечивает формирование профессиональных и общих компетенций по всем видам деятельности ФГОС СПО по специальности 38.02.08 Торговое дело.

Перечень общих компетенций

Код компетенции	Содержание компетенции
<b>ОК 01</b>	Выбирать способы решения задач профессиональной деятельности применительно к различным контекстам
<b>ОК 05</b>	Осуществлять устную и письменную коммуникацию на государственном языке Российской Федерации с учетом особенностей социального и культурного контекста
<b>ОК 06</b>	Проявлять гражданско-патриотическую позицию, демонстрировать осознанное поведение на основе традиционных общечеловеческих ценностей. Уточнить
<b>ОК 09</b>	Использовать информационные технологии в профессиональной деятельности

## 1.2. Цель и планируемые результаты освоения дисциплины:

В рамках программы учебной дисциплины обучающимися осваиваются умения и знания

Код ПК, ОК	Содержание компетенции (или её части)	В результате изучения учебной дисциплины обучающиеся должны		
		Уметь	Знать	Владеть
ОК 01	Выбирать способы решения задач профессиональной деятельности применительно к различным контекстам	-распознавать задачу и/или проблему в профессиональном и/или социальном контексте; - анализировать задачу и/или проблему и выделять её составные части; -выявлять и эффективно искать информацию, необходимую для решения	-актуальный профессиональный и социальный контекст, в котором приходится работать и жить; -основные источники информации и ресурсы для решения задач и проблем в профессиональном и/или социальном контексте; -структуру плана для решения задач; порядок оценки	-лексическим минимумом общего и терминологического характера; -грамматическими навыками, обеспечивающими коммуникацию общего характера без искажения смысла при письменном и устном общении; -навыками монологического высказывания :
ОК 05	Осуществлять устную и письменную коммуникацию на государственном языке Российской Федерации с			

	учетом особенностей социального и культурного контекста	задачи и/или проблемы; -составлять план действия; -определять необходимые ресурсы; реализовывать составленный план; -оценивать результат и последствия своих действий (самостоятельно или с помощью наставника)	результатов решения задач профессиональной деятельности приемы структурирования информации. психологические основы деятельности коллектива, психологические особенности личности. особенности социального и культурного контекста;	неподготовленной, а также подготовленной в виде сообщения, доклада, и диалогической речью, беседой, интервью, дискуссия в ситуациях официального и неофициального общения в пределах изученного языкового материала;
ОК 06	Проявлять гражданско-патриотическую позицию, демонстрировать осознанное поведение на основе традиционных общечеловеческих ценностей	-осуществлять устную и письменную коммуникацию на государственном языке Российской Федерации с учетом особенностей социального и культурного контекста; -определять задачи для поиска информации; определять необходимые источники информации; -планировать процесс поиска; структурировать получаемую информацию; выделять наиболее значимое в перечне информации; оценивать практическую значимость результатов	-правила оформления документов и построения устных сообщений правила построения простых и сложных предложений на профессиональные темы; -основные общеупотребительные глаголы (бытовая и профессиональная лексика); -лексический минимум, относящийся к описанию предметов, средств и процессов профессиональной деятельности; -особенности произношения; правила чтения текстов профессиональной направленности.	языкового материала; -основными навыками письма, а также языком деловой переписки, являющейся неотъемлемой частью делового общения в пределах изученного языкового материала; -необходимой скоростью чтения про себя; -навыками разговорнобытовой речи (владеть нормативным произношением, ритмом речи и применять их для повседневного общения.
ОК 09	Пользоваться профессиональной документацией на государственном и иностранном языках			

		<p>поиска;</p> <p>-оформлять результаты поиска, применять средства информационных технологий для решения профессиональных задач.</p> <p>-организовывать работу коллектива и команды;</p> <p>-</p> <p>взаимодействовать с коллегами, руководством, клиентами в ходе профессиональной деятельности</p> <p>грамотно излагать свои мысли и оформлять документы по профессиональной тематике на государственном языке, проявлять толерантность в рабочем коллективе</p> <p>понимать общий смысл четко произнесенных высказываний на известные темы (профессиональные и бытовые),</p> <p>понимать тексты на базовые профессиональные темы;</p> <p>-участвовать в диалогах на знакомые общие и профессиональные темы;</p>		
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		<p>-строить простые высказывания о себе и о своей профессиональной деятельности;</p> <p>-кратко обосновывать и объяснять свои действия (текущие и планируемые);</p> <p>-писать простые связные сообщения на знакомые или интересующие профессиональные темы.</p>		
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## 2. ШКАЛА ОЦЕНИВАНИЯ

Оценка / Уровень сформированности компетенции	Зачтено / 1-3 уровни сформированности компетенций	Неудовлетворительно / Компетенция не сформирована
<b>Качество ответов при письменном/устном опросе.</b>	полно излагает изученный материал, дает правильное определенное понятий; обнаруживает понимание материала, излагает материал последовательно и правильно с точки зрения норм литературного языка	обнаруживает незнание большей части соответствующего раздела изучаемого материала, допускает ошибки в формулировке определений и теорий, искажающие их смысл
<b>Качество выполнения тестовых заданий.</b>	более 50%	Менее 50%
<b>Качество решений практических заданий.</b>	Правильный ответ, отсутствие изложения логики решение или ее наличие со значительными недостатками, в процессе аргументации студент использует бытовой или примитивный язык	Неправильный ответ, отсутствие изложения логики решения, студент не может аргументировать или пояснить решения задания
<b>Качество выполнения диктантов.</b>	Правильное написание всех слов, правильный перевод слов на иностранный язык с русского и наоборот. Допускаются незначительные орфографические ошибки в написании слов. Студент знает более 60% изучаемой лексики.	Неправильное написание слов, студент допускает большое количество орфографических ошибок при написании слов. Знает менее 60% изучаемой лексики.
<b>Качество ответа промежуточной аттестации.</b>	Систематизированные, глубокие и полные знания по всем разделам дисциплины; точное использование научной терминологии систематически грамотное и логически правильное изложение ответа на вопросы; безупречное владение инструментарием учебной дисциплины, умение его эффективно использовать в постановке научных и практических задач; выраженная способность самостоятельно и творчески решать сложные проблемы и нестандартные ситуации; полное и глубокое усвоение основной и дополнительной литературы, рекомендованной учебной программой по дисциплине; умение ориентироваться в теориях, концепциях и направлениях дисциплины и давать им критическую оценку, используя научные достижения других дисциплин	Обнаруживает незнание большей части соответствующего раздела изучаемого материала, допускает ошибки в формулировке определений и теорий, искажающие их смысл



### **3. КОНТРОЛЬ И ОЦЕНКА РЕЗУЛЬТАТОВ ОСВОЕНИЯ УЧЕБНОЙ ДИСЦИПЛИНЫ**

#### **3.1 Критерии и методы оценивания**

##### **Вопросы для опроса**

###### **Тема 1**

1. Imagine that you meet a representative of an English company. At the airport, you saw a man whose appearance matches the description of the person you are supposed to meet. Follow these steps:

2. Contact the person in English and find out if this is the person you need;
3. Introduce yourself enter your first and last name, as well as the company you represent;
4. Apologize for being late;
5. Ask him how he got there;
6. Invite him to go to your car;
7. Ask if you can help him carry his suitcase;
8. Imagine that this person was not the right person for you;
9. Ask this person for forgive for bothering you.

###### **Тема 2**

1. Do you get up early? Is it easy for you to get up early?
2. Which do you prefer: a hot or a cold shower in the morning?
3. When do you usually leave the house?
4. Where do you usually have lunch?
5. What time do you come home?
6. How do you spend your evenings?
6. What time do you usually go to bed?

###### **Тема 3**

1. What items are included in the request letter?
- 2 How does the supplier usually respond to the request letter?
3. What is the structure of the offer letter?
4. What is the purpose of sending offer letters?
5. What the firm offer provides?
6. What form is the request letter printed on?

###### **Тема 4**

1. What are three different ways that a business can be privately owned?
2. What forms do most European countries have?
3. What forms do the business in Russia have?
4. Name some business that are likely to be sole proprietorships. Why do you think so?
5. Name some business that are not likely to be sole proprietorship? Why do you think so?

###### **Тема 5.**

1. Which options should an employer first consider when he wants to hire a new employee?
2. What service does a personnel department provide?

3. In what way can be the new employees be found outside one's company?
4. What qualifications do the employers consider in choosing an employee?
5. What is meant by «professional qualification» for a job?
6. What personal characteristics does the administrator consider when choosing an employee?

#### **Тема 6.**

1. What decisions should be made before setting up a business?
2. What business structures are there in the UK?
3. What business are called unincorporated?
4. To what extent are owners of unincorporated business liable for the debts of the business?
5. Who owns a sole proprietorship?
6. Does the sole trader have unlimited personal responsibility for the losses of his business?

#### **Тема 7.**

1. Why is it difficult for the sole trader to raise money?
2. Who can form a partnership?
3. What do partners share?
4. What kind of liability do partners have?
5. What does join and several liability mean?

**Ответ должен быть изложен в объеме не менее лекционного материала.**

### **Контрольно-тестовые задания**

#### **Тема 1**

1. Напишите в орфографии следующие слова  
mi:t, tel, ben, mi:, ten, bed, bi:, pi:t  
neim, pleit, lamp, dei, fain, bad
2. Напишите транскрипцию к следующим словам  
Book, black, cage, date, event, foot, gate, hour, ice, knight, mother, paper, ring, straight, tool, uniform, write, Xerox, yandex.
3. Образуйте множественное число от следующих существительных  
a baby, a lady, a bag, a tie, a test, a bed, a city, a day, a man, a page, a match, an army, a cage, a party, a knife, a child, a boy, a box, a watch.
4. Замените существительные личными местоимениями  
Mary, friends, bird, parents, cable, businesses, Pete, sportsmen, news, police, politics, computers, houses, student, box, groups, college.
5. Найдите формы глагола to be  
may, am, have, is, has, can, are, must.
6. Заполните пропуски  
They ... a TV set.  
Mary's boyfriend ... a doctor.  
My parents ... nice people.  
Our friend ... a new car.  
The best seats ... ten dollars.

#### **Тема 2**

**Ex. 1.** Fill in the correct pronouns.

Last year Francis and ... sister Caroline went on holiday to Paris. Unfortunately, ... was a disaster. First of all, ... nearly missed ... flight because ... car broke down. Then Francis couldn't find ... ticket, until Caroline realized that she had both ... ticket and ... in ... handbag. When ... got to Paris, ... couldn't find ... hotel. Caroline fell over and twisted ... ankle when ... climbed out of the taxi. Francis tried to help ... and strained ... back, so ... both had to spend the rest of the week in bed. This year ... are hoping to see some of the sights of Paris on ... holiday.

**Ex. 2.** Fill in: *some, any, no* or their derivatives.

When the three bears came home, the mother bear said, "... of the soup has gone!" The little bear looked in his bowl and said "There is ... soup in my bowl! There isn't ... left at all! ... has eaten it". Then the bears heard ... in the bedroom. The father bear called "Is there ... there?" but ... answered. The little girl in the bedroom woke up and looked for ... to hide, but she couldn't find ... . The father bear called again "Is there ... there?" and the frightened girl said "No, there is ... here at all!"

**Ex. 3.** Fill in the correct pronouns.

a) My mother was cooking when she cut ... with a knife. "Come quickly", she said to .... "I've cut ...". I ran to the kitchen to help ... . When I saw her I laughed and said "Mum, you haven't cut ... . You have just split tomato sauce on ... hand"

b) My aunt and uncle live in Paris. ... house is very big. They do most of the work ... . My aunt works in the garden and ... friends say it is the best garden in the world! My uncle does most of the painting ... , but ... friend, Mr. Brown often helps ... .

**Ex. 4.** Fill in: *any, anything, no, nothing, some, somebody, someone, somewhere, nowhere.*

- I heard a noise, but my farther couldn't hear ...
- Would you like ... chocolate?
- ... left a book in the classroom. It is on the floor.
- I am afraid there is ... coffee left. Can you go and buy some?
- She doesn't know ... about history.
- ... has stolen my bag.
- Are there ... cakes left? I am hungry.
- I want to go ... interesting on holiday.
- I can't find my glasses. They are ...
- I am thirsty. I have had ... to drink all day.

**Ex 5.** Fill in: *why, where, who, whose, which, when.*

a) Dear Sally and Bob,

We are having a wonderful time here in Spain. ... we arrived it was very hot but now it's cooler. The hotel ... we are staying is lovely, and the staff ... work here are very helpful. The beach, ... is right in front of our hotel, is beautiful and the water is so warm! We sunbath every day so if we have a good tan, you'll know the reason ... ! We have meet a nice man ... father owns a yacht and tomorrow he's taking us sailing!

That's all our news. See you soon.

Love,

John and Mary.

b) Dear Terry and June,

Sorry we haven't written for so long but we've been very busy decorating our new house. The reason ... it needs so much work is that it is over two hundred years old. The village ... we live now is very old and pretty and the house ... is next door is over 300 years old! The couple ... live next door are very sweet, but the n\man ... house is behind ours isn't. In the evenings, ... I sit in the garden, he lights a fire in his garden and all the smoke blows into my face. Anyway, we are happy in our new home and looking forward to you visiting us.

Love,

Bob and Mary

### Tema 3

**Ex. 1.** Form the degrees of comparison of the following adjectives:

Tall, green new, short, great, warm fresh, young, light, cold, long, high, poor, small, clear, quick, free, heavy, early easy, happy, dirty, pretty, funny, angry, busy, lazy, clever, slender, noble, narrow, yellow, polite, complete, sincere, severe, famous, active, serious, stupid, splendid, immense, beautiful, careful interesting, outstanding, pleasant, favourite, attentive, wonderful, comfortable, excellent, good, bad, little, many.

**Ex. 2.** Fill in the blanks with the comparative or superlative degree of the adjective in brackets.

1. She is ... (lovely) woman in the world. 2. I think you are ... (strong) than anyone else. 3. His roses are ... (red) than anyone else's. 4. He is ... (bad) student I can think of. 5. You are ... (kind) man in the world. 6. The last of them is ... (tall) than any of the others. 7. I spend my ... (happy) hours with you. 8. He says it is one of the ... (good) times he knows of. 9. The park seems even ... (beautiful) than before. 10. Love is ... (wise) than Philosophy and ... than Power.

**Ex. 3.** Answer the following questions.

1. Is Tambov as big as Moscow? Is it bigger than Moscow? It is not so big as Moscow, is it? It is as big as Moscow, isn't it? Which is bigger, Tambov or Moscow? Moscow is the biggest of the two, isn't it? Which is the biggest of the two?

2. Is Newton as famous as Einstein? Is Newton more famous than Einstein? Newton is not so famous as Einstein, is he? Newton is as famous as Einstein, isn't he? Who is more famous, Newton or Einstein? Who is the most famous of the two?

3. Is the moon as far as the sun? Is the sun farther than the moon? The sun is not so far as the moon, is it? The sun is as far as the moon, isn't it? Which is farther, the sun or the moon? Which of the two is the farthest?

**Ex. 4.** Insert the following adjectives into the sentences given below.

*Simple, comfortable, young, happy, fine, beautiful, clever, outstanding, little, favourite, brave, sweet, pretty, interesting, lovely, early, dirty.*

1. He is a ... boy. 2. My father is a ... man. 3. They have a ... flat. 4. She is a ... girl. 5. He is a ... man. 6. It is a ... evening. 7. They are a ... pair. 8. This is my ... book. 9. She has a ... voice. 10. It is an ... morning. 11. She has a ... face. 12. This is a ... road. 13. I have ... money. 14. This is a ... room.

**Ex. 5.** Complete the following sentences with the suitable phrases.

*As red as a rose, as clever as a man, as brave as his father, as high as a mountain, as pretty as her sister, as busy as a bee, as bad as his phonetics, as clear as the bell, as diligent as he, as funny as anecdotes, as blue as the sky, as bright as a butterfly.*

1. This girl is ... . 2. This flower is ... . 3. My dog is ... . 4. The boy is ... . 5. These houses are ... . 6. He is ... . 7. Her eyes are ... . 8. Their stories are ... . 9. Her lips are ... . 10. His brother is ... . 11. His voice is ... . 12. His reading is ... .

**Ex. 6.** Pick up suitable phrases to complete the following sentences.

*So white as snow, so busy as his brother, so quick as the cat, so young as my cousin, so tall as the tree, so funny as the kitten, so blue as the sky, so far as the sun, so full as the cup, so tall as my aunt, so little as his sister, so bright as the sun, so cold as the morning, so warm as the sand.*

1. The puppy is not ... 2. The sea is not... 3. The moon is not... 4. She is not... 5. The clouds are not... 6. I am not... 7. The day is not... 8. My mother is not... 9. He is not... 10. The glass is not... 11. The dog is not... 12. The bushes are not... 13. The water is not... 14. The moon is not...

**Ex. 7.** Insert *as...as* or *so...as*

1. He is ...kind to me...you. 2. She is not...clever...her friend. 3. In all the country-side there is no garden...lovely...his. 4. The Sphinx is ...old...the world. 5. I am going to

be...good...my grandfather. 6. Relatives are never ...good...friends. 6. No one is ...pretty...she. 7. The woman is...clever...her husband. 8. The sea is not...blue...the sky.

**Ex. 8.** Fill in the blanks as in example:

**a)** I went on holiday last year but it was a disaster! My hotel room was *smaller than* (small) the one in the photograph in the brochure. I think it was ...(small) room in the hotel. The weather was terrible too. It was...(cold) in England. The beach near the hotel was very dirty – it was ... (dirty) all the beaches on the island. The food was ... (expensive) ...I expected and I didn't have enough money. One day I went shopping in a big department store and I broke a vase. It was ... (expensive) in the whole shop. But ...(bad) thing... all was that I lost my passport and I couldn't go back home. It was ...(horrible) holiday in my life.

**b)** – I am happy I am not a woman!

- Why?

- Men are ...(good) women.

- But you are ...(stupid) person I know!

- Don't be horrible! Men are ...(intelligent)...women. They are ...(logical) and ...(good) cooks...women are!

- Your ideas are ...(old-fashioned)...mine. I think women are ...(clever). They are ...(sensible) and ...(practical)...men are – and men are ...(bad) drivers than women because women are ...(patient).

- But men are ...(athletic).

- Oh, please. Let's talk about something else. This is ...(ridiculous) conversation I have ever had!

#### Тема 4

1. Give answers to the following questions.

1. What were you doing when I rang you up? 2. What was she writing when mother entered the room? 3. Whom was she speaking to when I saw her? 4. What were you looking for when I opened the door? 5. What were they laughing at when I came in? 6. What were they doing when it began raining? 7. What was she doing when the fire began? 8. What were you doing while I was washing up? 9. What were you reading when I was writing a test? 10. What was mother doing while children were eating their breakfast? 11. What were you doing while it was snowing?

2. Think of questions for which the following might be answers.

1. At 7 he was just getting up. 2. At that time I was seeing my guests off. 3. At 10 she was walking her dog. 4. When I saw him he was opening the door of your house. 5. It was raining heavily since morning till night yesterday. 6. When the telephone rang they were dancing in the room. 7. They were having a walk in the park.

3. Write a paragraph using the phrases: Mary and George – dance – while music – play loud. Bob and Ben – drink Coke – while Kristi – eat sandwiches. Ted and Steve – sing. Alison – clean – while dog bark. James – sleep on the sofa – while Sheila – try – wake him up. Edward and Lucy – laugh. Susan – bring coffee. Chris – leave the party – while Paola – cry – because not want – him to leave. You have the beginning:

They were having a party when the doorbell rang. Peter opened the door and an angry policeman entered. Mary and George were dancing while...

4. Подберите пары антонимов

a) Privately - a) to lose

- |              |   |                 |
|--------------|---|-----------------|
| b) More      | - | b) common       |
| c) To hire   | - | c) to do well   |
| d) To fail   | - | d) eastern      |
| e) Special   | - | e) less         |
| f) To start  | - | f) disadvantage |
| g) Unlimited | - | g) to stop      |
| h) Advantage | - | h) to fire      |
| i) Western   | - | i) limited      |
| j) To own    | - | j) publicly     |

5. Составьте предложения

1. Business, alone, if, go, you, into, is, sole, it, called, proprietorship.
2. Liability, means, that, unlimited, that, are, you, for, responsible, all, your, debts, business.
3. Forms, a, be, may, business, owned, three, in, different, privately.
4. In, 16, America, per cent, proprietorships, account, only, for, sole, all, of, receipts, business.

### Тема 5

1. Укажите букву, которой обозначено утверждение, соответствующее содержанию текста.
  - a) Partners may agree with each other
  - b) Partners may disagree with each other
  - c) Partners may work with each other ✓
2. Расположите пункты плана в последовательности, соответствующей тексту.
  - a) disadvantages of a partnership 4
  - b) definitions of a partnership. Types of partners 2
  - c) advantages of a partnership 3
  - d) professional fields 1
3. Какой буквой обозначено окончание предложения, соответствующее тексту. It means that each partner is responsible for all debts and ....
  - a) To carry on a business for profit
  - b) Takes part in management
  - c) Is legally responsible for the whole business ✓
  - d) Often get tax benefits from the government
4. Укажите буквы, которыми обозначен глагол to be.
  - a) Is ✓; b) may; c) means; d) are ✓; e) have
5. Укажите, какой буквой обозначен правильный перевод предложений. They are called general partners.
  - a) Они являются общими партнерами
  - b) Они называются общими партнерами ✓
  - c) Они – общие партнеры
 Any business may have the form of partnership.
  - a) Любой бизнес может иметь форму партнерства ✓
  - b) Любой бизнес должен иметь форму партнерства
  - c) Любой бизнес будет иметь форму партнерства
 The secret partner is not known to the public.
  - a) Секретный партнер известен общественности

- b) Секретного партнера не знает общественность  
c) Секретный партнер не известен общественности ✓

6. Какой буквой обозначено пропущенное слово.  
If partners have ... liability they are limited partners

- a) unlimited  
b) limited ✓  
c) legal

Limited partnerships are a common form of ... in real estate

- a) responsibility  
b) ownership  
c) proprietorship ✓

It means that ... partner is responsible for all debts

- a) silent  
b) general ✓  
c) each

7. Укажите точный перевод подчеркнутых слов.

This person takes part in management

- a) работать  
b) принимать участие ✓  
c) вести дело

Like sole proprietorship they are easy to form

- a) подобно ✓  
b) нравиться  
c) похожий

Another disadvantage is unlimited liability

- a) один  
b) другой ✓  
c) определенный

## Тема 6

Choose the correct variant.

1. He is ... person I have ever met.  
a) the friendlier b) the friendliest ✓ c) friendly
2. She ... a letter at the moment.  
a) is writing ✓ b) writes c) has written
3. They haven't seen each other ... they left school.  
a) after b) since ✓ c) for
4. I think Holland ... win the World Cup.  
a) is going to b) will ✓ c) shall
5. My mother ... in a hospital . She is a nurse.  
a) works ✓ b) is working c) has worked
6. My bag is ... than hers.  
a) the heaviest b) heavier ✓ c) the heavier
7. Mike is ... lazier than Dave.  
a) very b) less ✓ c) much
8. Have you seen "The Bodyguard" ... ?  
a) yet b) already ✓ c) just
9. He ... in Italy for two years.

- a) lives b) is leaving c) has lived ✓  
 10. He ... his leg, so he can't play football today.  
 a) has broken b) breaks ✓ c) is breaking  
 11. Jim ... a bath at the moment.  
 a) is having ✓ b) has c) has had  
 12. This is ... time I have spend from home.  
 a) longer b) long c) the longest ✓  
 13. He is ... nicer than his brother.  
 a) more b) less ✓ c) much  
 14. I haven't been to Portsmouth ... three years.  
 a) since b) for ✓ c) after  
 15. I ... the cooking if you do the washing up.  
 a) do b) will do ✓ c) did  
 16. I've ... tided my bedroom.  
 a) already ✓ b) yet c) since  
 17. Where are the ... coats?  
 a) children's ✓ b) children c) children'  
 18. John ... down all the road when he fell.  
 a) walked b) has walked c) was walking ✓  
 19. Jane is the ... person I know.  
 a) cleverest ✓ b) cleverer c) more clever  
 20. My dog is ... than my friend's dog.  
 a) bigger ✓ b) the biggest c) big  
 21) I have never ... Paris.  
 a) gone to b) been to c) been in ✓  
 22) There is ... in the cupboards. We have to go to the supermarket.  
 a) nothing ✓ b) everything c) anything  
 23) It was the ... coat she had ever bought.  
 a) most expensive ✓ b) more expensive c) expensive  
 24) The weather is ... than it was yesterday.  
 a) better ✓ b) good c) best  
 25) ... I answer the phone?  
 a) shall ✓ b) will c) do  
 26) ... breakfast every morning?  
 a) are you having b) do you have ✓ c) had you had  
 27) John ... football, when he broke his arm.  
 a) play b) played c) was playing ✓  
 28) ... I cook dinner tonight?  
 a) will b) shall ✓ c) do  
 29) I finished my project but my friends didn't finish ...  
 a) them b) theirs ✓ c) their  
 30) I want to go ... hot on holiday. I think I'll go to Spain.  
 a) nowhere b) anywhere c) somewhere ✓  
 31) She is at the bus-stop. She ... catch a bus.  
 a) is going ✓ b) will c) shall  
 32) I hate driving my ... car.  
 a) fathers b) father's ✓ c) fathers'  
 33) When my sister passed her exams, she was pleased with ... .



- a) her b) herself ✓ c) her's  
 34) If you want a cup of tea, make it ...  
 a) yourself ✓ b) yours c) you  
 35) She is the ... swimmer in the team.  
 a) slower b) slowest ✓ c) slowly  
 36) This is Jim's car. It's ...  
 a) his ✓ b) hers c) himself  
 37) If you finish early, I ... to the theater.  
 a) take b) will take c) would take ✓  
 38) This my ... bike.  
 a) mothers b) mothers' ✓ c) mother's  
 39) They have been driving ... four hours.  
 a) since b) for ✓ c) ago  
 40) My parents have been married ... 25 years.  
 a) for ✓ b) ago c) since  
 41) I cut ... with a knife this morning.  
 a) mine b) my c) myself ✓  
 42) She has been in Rome ... 1989.  
 a) since ✓ b) while c) for  
 43) I can't see my bicycle ...  
 a) nowhere b) anywhere ✓ c) somewhere  
 44) He comes from Egypt, ... ?  
 a) does he b) isn't he c) doesn't he ✓  
 45) I didn't tell ... about it.  
 a) somebody b) nobody c) anybody ✓  
 46) ... is wearing my hat?  
 a) who ✓ b) what c) why  
 47) He is ill. He hasn't been to school ... Tuesday.  
 a) ago b) since ✓ c) for  
 48) ... has stolen my purse!  
 a) someone ✓ b) no c) anyone  
 49) ... did you get home so late?  
 a) when b) why ✓ c) who  
 50) If we arrive on time, we ... the film.  
 a) will see ✓ b) see c) have seen  
 51) I'm hungry but there is ... in the fridge for me to eat.  
 a) nothing ✓ b) something c) anything  
 52) She has known me ... a long time.  
 a) for ✓ b) since c) ago  
 53) I'll give it to him if he ...  
 a) will come b) comes ✓ c) had come  
 54) You drive a Mercedes, ... ?  
 a) don't you ✓ b) didn't you c) do you  
 55) Look at the cat! It's cleaning ...  
 a) it b) its c) itself ✓

## Тема 7

**Ex. 1.** Add tag questions to the following sentences.

1. You will write this letter for me. 2. He will play with his sisters. 3. My brother will ski in the afternoon. 4. They will have plenty of time on Saturday. 5. Your sister will laugh at you. 6. Mother will cook a nice dinner. 7. You will introduce me to her. 8. She will give us a cup of hot tea. 9. He won't be afraid of the snake. 10. The dog won't bark at me. 11. The weather won't change soon.

**Ex. 2.** Answer the questions.

1. Who will go to the cinema? 2. What will you do in the Zoo? 3. What will you see in the country? 4. What will you write her sister about? 5. What will you give your son on his birthday? 6. What books will you take from the library? 7. What cake will she cook? 8. What dress will you put on? 9. What text will they read? 10. How many pages will you read for tomorrow? 11. How many trees will they plant in spring? 12. How much milk will she drink? 13. Where will you go on holiday? 14. When will she go to the country? 15. How long will you work with him?

**Ex. 3.** Put questions to all parts of the sentences.

1. He will not deceive you. 2. I shall leave them soon. 3. I shall waste no time. 4. I shall come back to you in a few days. 5. The dog will return to his master. 6. He will thank you for it some day. 7. She will not leave the son.

**Ex. 4.** Think of the questions for which the following might be answers.

1. I shall stay here for about a week. 2. For your birthday I shall give you a nice ring. 3. My dress will be ready in time. 4. I shall leave them at my office. 5. Tomorrow they will already be in London. 6. She will not be back till late at night. 7. He will give me a red rose. 8. The rest of them will read the text. 9. I'll never do it again. 10. He'll go to the theater.

**Ex. 5.** Make one sentence from the given as in example: I shall do everything. I shall be free.

*I shall do everything when I am free.*

1. He will come. He will return from the country.
2. She will buy this coat. She will have money.
3. They will yell you everything. They will come to see you.
4. She will tell you about her job. She will ring you up.
5. He will begin studying English. He will know French well.
6. I shall give him some milk. He will wake up.
7. I shall take the children for a walk. It will stop raining.
8. You will like her. You will see her.
9. I shall cook a cake. You will wash up.
10. I shall write you a letter. I shall settle there.

**Ex. 6.** Put the verbs in brackets into Present Simple or Future Simple.

1. We ... (leave) as soon as he ... (arrive). 2. He says he ... (telephone) us before he ... (leave) the airport. 3. She ... (stay) at home until she ... (feel) better. 4. When ... (you/visit) them? – Probably next week. 5. When he ... (finish) school he ... (go) to university. 6. I ... (send) you a postcard as soon as I ... (get) there. 7. When ... (she/be) back? 8. The plane ... (leave) at 7.00

**Ex. 7.** Fill in: *shall, will* or *be going to*.

1. What do you want for lunch? – I think I ... have chicken and some salad.
2. John had come back from England. – I know. I ... see him tonight.
3. I haven't got any money. – I ... lend you some if you want me to.
4. Ben and I ... get married in April. – Really? Congratulations!
5. ... we meet on Sunday? – Sorry, but I ... visit my aunt. She is expecting me.
6. Is Dave coming to the party? – Yes, but he ... probably be late.
7. Laura is in hospital. – Really? I ... send her some flowers.
8. Have you decided where to go on holiday? – Yes, I ... travel round Europe.
9. The plants need watering. – I know. I ... water them later.

## Практические задания

### Тема 1

*Контрольный перевод по теме «Вводно-корректировочный курс»*

1. Я каждый день встаю рано, делаю зарядку и совершаю небольшую пробежку.
2. Кто тебя обычно будит по утрам?
3. Что твой брат ест на завтрак?
4. Ка проходит твой день?
5. Я обедаю обычно в кафе за углом, недалеко от моего офиса.
6. Как долго длится твой рабочий день?
7. На чем ты добираешься до работы?
8. Как ты проводишь свое свободное время?

### Тема 2

*Контрольный перевод по теме «Россия, ее национальные символы, государственное и политическое устройство.»*

1. Россия – самая большая страна в мире.
2. Символами русской культуры являются балалайка, матрешка и медведь.
3. Москва – столица России.
4. What are Russian's most important industrial regions?
5. What do you know about Russian's rural sector?

### Тема 3

*Контрольный перевод по теме «Установление контакта»*

1. Я Владимир Петров из компании ТСТ Система. Здравствуйте.
2. Я заставил Вас ждать?
3. Мне нужен совет.
4. Приятно познакомиться с Вами.
5. Это наш генеральный директор. Он собирается обсудить с Вами некоторые детали нашего будущего соглашения.
6. Сейчас мы ищем человека на должность коммерческого директора данного проекта, поэтому в будущем Вы будете иметь дело с ним.

### Тема 4

*Контрольный перевод по теме «Розничная торговля»*

1. Мы прочитали Вашу рекламу в газете.
2. Сообщите нам, пожалуйста, расценки на данную продукцию.
3. Не могли бы Вы установить нам цены и условия поставки.
4. Пожалуйста, вышлите на свои каталоги.
5. Пожалуйста, сообщите нам, какое количество компьютеров Вы сможете поставить до апреля.
6. Ваши изделия найдут у нас своего покупателя

### Тема 5

*Контрольный перевод по теме «Коммуникация в коммерческой деятельности»*

1. Я сам контролирую прибыль своего предприятия.
2. Разрешите мне представить Вам моих сотрудников.
3. Мы бы хотели установить контакт с производителями.
4. Мы узнали о вашей компании из рекламного объявления.

5. Мы заказали для Вас одноместный номер с ванной в гостинице недалеко от центра.

6. Чем занимается м-р. Иванов? - Он работает у нас менеджером по экспорту и импорту.

### **Тема 6**

*Контрольный перевод по теме «Деловой этикет»*

1. Члены правления имеют полную юридическую ответственность.
2. Секретный партнер принимает участие в управлении, но он не известен общественности.
3. Партнерство имеет много преимуществ.
4. Мы хорошо ладим с партнером.
5. Я сделал правильный выбор. Это дело приносит много прибыли.
6. Мой рабочий опыт связан с менеджментом.
7. Мы вкладываем в дело одинаковый капитал.

### **Тема 7**

*Контрольный перевод по теме «Услуги»*

1. Если Вы хотите заняться частным предпринимательством, обратитесь к юристу.
2. Хороший бухгалтер сможет вести дела лучше, чем вы.
3. Мне нужно нанять бухгалтера.
4. Мне нужно проконсультироваться с юристом
5. Она хорошо разбирается в бухгалтерском деле.

### **Вопросы к зачету:**

1. Introduce yourself saying a few words about yourself (occupation, age, place of birth, etc)
2. Speak about your family background (family history).
3. Which member of your family do you get on with best? whom do you take after?
4. What is your daily routine?
5. How do students usually spend their free time? What leisure activities could people be involved into?
6. How do people usually look for a job? What sources do they use?
7. Speak about Russia's main advantages (territory, famous people, national symbols, resources)
8. What are Russian's most important industrial regions?
9. What do you know about Russian's rural sector?
10. What types of businesses do you know? characterize each of them.

### **Практико-ориентированные задания по дисциплине «Иностранный язык в профессиональной деятельности» для зачета:**

1. Составьте диалог/ монолог по теме.
2. Переведите на английский язык указанные предложения.
3. Прочитайте текст и выполните задания.
4. Прослушайте текст и выполните задания

### **Вопросы к экзамену:**

1. What is limited and unlimited liability?
2. What is a business that sells the right to use a business idea? Describe it.
3. What are the main types of limited company?
4. What does the term "free trade" mean?
5. What are the main factors governing prices in a foreign market?
6. What is a trade war?
7. What are the advantages and disadvantages of a free trade?
8. What are the key elements constituting a brand?
9. How to set up a brand strategy?
10. Who are "market leader" and "market challengers"?

**Ответ должен быть изложен в объеме не менее лекционного материала.**

**Практико-ориентированные задания по дисциплине «Иностранный язык в профессиональной деятельности» для экзамена:**

1. Составьте диалог/ монолог по теме.
2. Переведите на английский язык указанные предложения.
3. Прочитайте текст и выполните задания.
4. Прослушайте текст и выполните задания